



# ITTI 2000



MAKING BUSINESS  
OPPORTUNITIES

INDIAN TELECOM  
TRAINING INITIATIVE 2000  
WEDNESDAY, SEPT. 27TH ,  
2000  
ST. PAUL, MINNESOTA

**INDIAN TELECOM TRAINING INITIATIVE 2000**



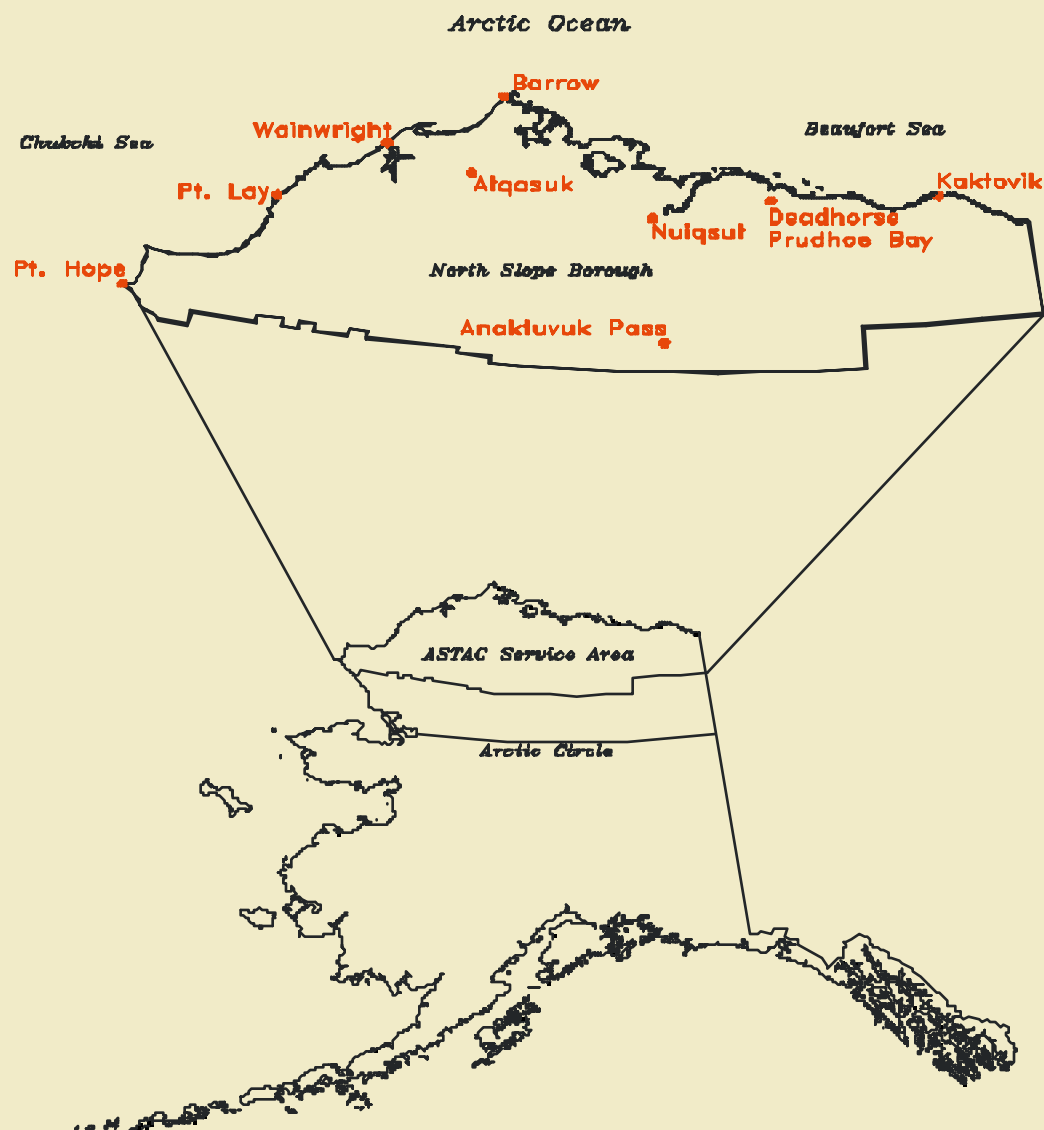
**ITI 2000**

***WHERE  
IN THE WORLD  
IS  
ASTAC ?***

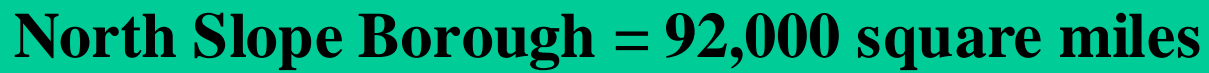




# ITTI 2000



INDIAN TELECOM TRAINING INITIATIVE 2000



# INDIAN TELECOM TRAINING INITIATIVE 2000



# ITI 2000

*WHAT KIND OF  
TELECOMMUNICATIONS  
COMPANY IS  
ASTAC ?*

# ITI 2000



***Rural Telephone Cooperative***

- Patterned after successful lower 48 models
- The Co-op customers are the owners



# ITI 2000

## ASTAC BOARD OF DIRECTORS



**Daisy Swisher**  
**Vice President**



**Maggie Hopson**  
**President.**



**Ella Kowana**  
**Sec/Tres**

**Not  
Pictured**

**Loren  
Ahlers**



**Debbie  
Bernard**



**Elizabeth  
Hollings-  
worth**



**Patrick  
Mekiana**



**Donald  
Neakok**



**Marie  
Tracey**

**INDIAN TELECOM TRAINING INITIATIVE 2000**





# ITI 2000



**ASTAC Subscribers-Owners  
“The Customers”**

**ASTAC Board of Directors**

**Arctic Slope Telephone Association Cooperative**  
Original Telephone Service Company

**Arctic Slope  
Telecommunications  
& Cellular, Inc.**

**Arctic Slope  
Long Distance, Inc.**  
(ASTAC - LD)



# ITI 2000



**ASTAC Subscribers-Owners  
“The Customers”**

**ASTAC Board of Directors**

**Arctic Slope Telephone Association Cooperative**  
Original Telephone Service Company

**Arctic Slope  
Telecommunications  
& Cellular, Inc.**  
(ASTC, Inc.)

**ASTAC.net**  
Internet  
Service

**Arctic Slope  
Long Distance, Inc.**  
(ASTAC - LD)

**ASTAC  
Facilities  
Mapping**  
(ASTAC/FM)

**INDIAN TELECOM TRAINING INITIATIVE 2000**



# ITI 2000

*WHY WAS  
ASTAC  
FOUNDED ?*





# ITI 2000

*HOW WAS  
ASTAC  
FOUNDED ?*

# ITI 2000



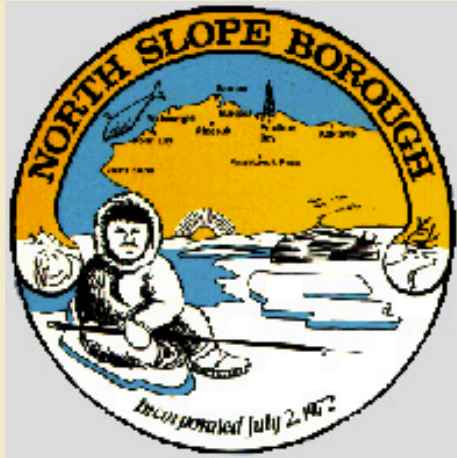
&



- Original directive to form a telephone service company
- Seed funding for start-up costs
- Decision to support a not-for-profit co-op
- No legal or corporate relationship today



# ITI 2000



&



- Land and telephone Central Office buildings in six villages
- Long term lease to conform to REA rules
- Borough halted its telephone service project.

# ITI 2000



**North  
Slope  
Borough  
&  
Villages**



- Villages corporations and councils approved a land dedication for a telecommunications site
- Petitions for telephone service were overwhelmingly supported by residents





# ITI 2000

## The original opportunity led to:

- Modern, private line telephone service
- CLASS features via digital exchanges
- Local control of telecomm development
- Equal access to long-distance carriers
- Shared utility for residents, industry, education and government.
- Cellular (wireless) services (growing)
- Internet service access (growing)



# ITI 2000

## The next opportunity led to:

- Purchasing the Barrow exchange from GTE-Alaska
- Doubling the size of the Cooperative
- Serving the home offices of the Borough, the School District and the Regional Corporation
- A new operations base to support the smaller villages.



# ITI 2000

Why Did



**Sell Their Barrow  
Telephone Facility To**



?



# ITTI 2000

Barrow



INDIAN TELECOM TRAINING INITIATIVE 2000

# ITI 2000



## GTE SALE CRITERIA

- Single negotiating partner
- No individual sales of GTE exchanges
- Preserve benefit packages for transferred GTE employees





# ITTI 2000

A map of Alaska is shown in the background, overlaid with numerous small blue telephone icons. The text "Alaska Telephone Exchange Acquisition Company" is written in large, bold, yellow letters with black outlines, centered over the map.

## Alaska Telephone Exchange Acquisition Company

INDIAN TELECOM TRAINING INITIATIVE 2000



# ITI 2000

## ATEAC



# Alaska Telephone Exchange Acquisition Company

INDIAN TELECOM TRAINING INITIATIVE 2000



# ITI 2000

Barrow

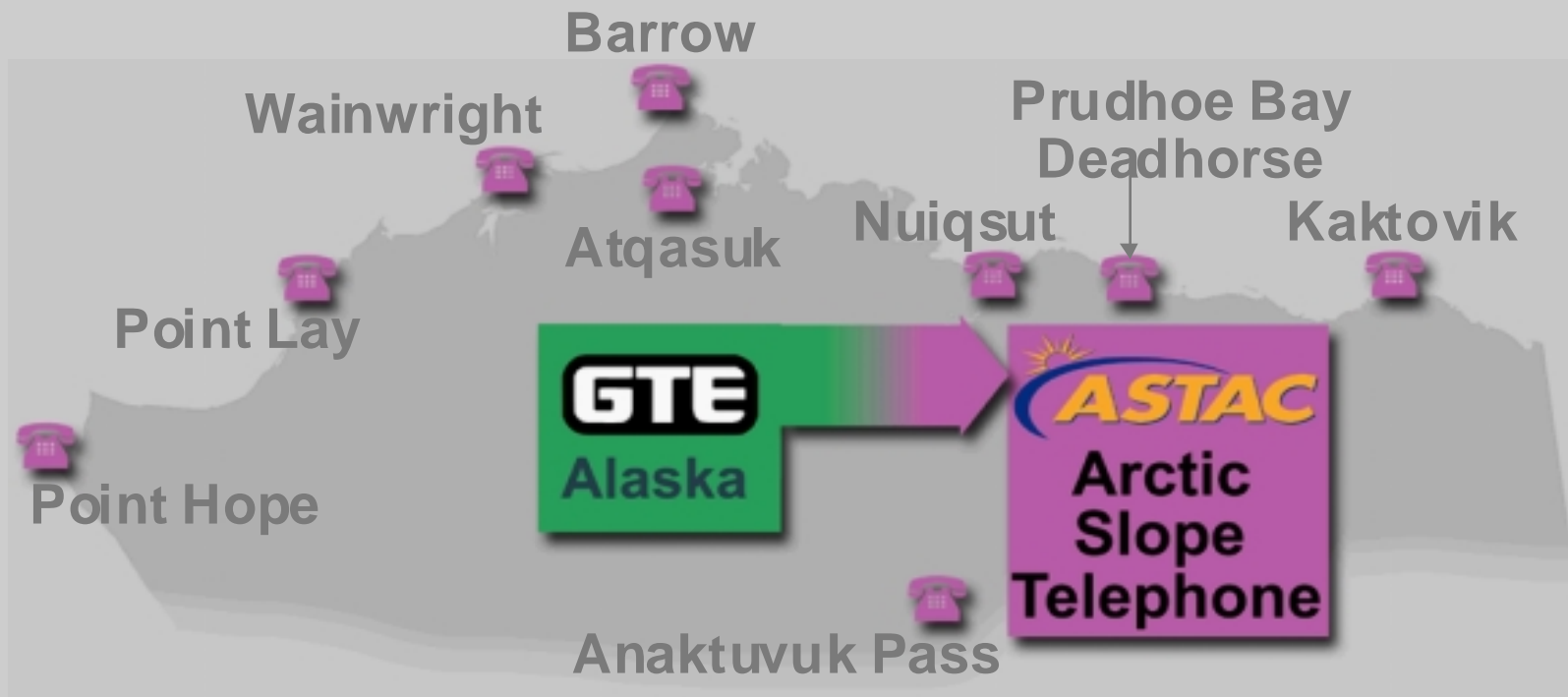


INDIAN TELECOM TRAINING INITIATIVE 2000





# ITI 2000



INDIAN TELECOM TRAINING INITIATIVE 2000



# ITI 2000

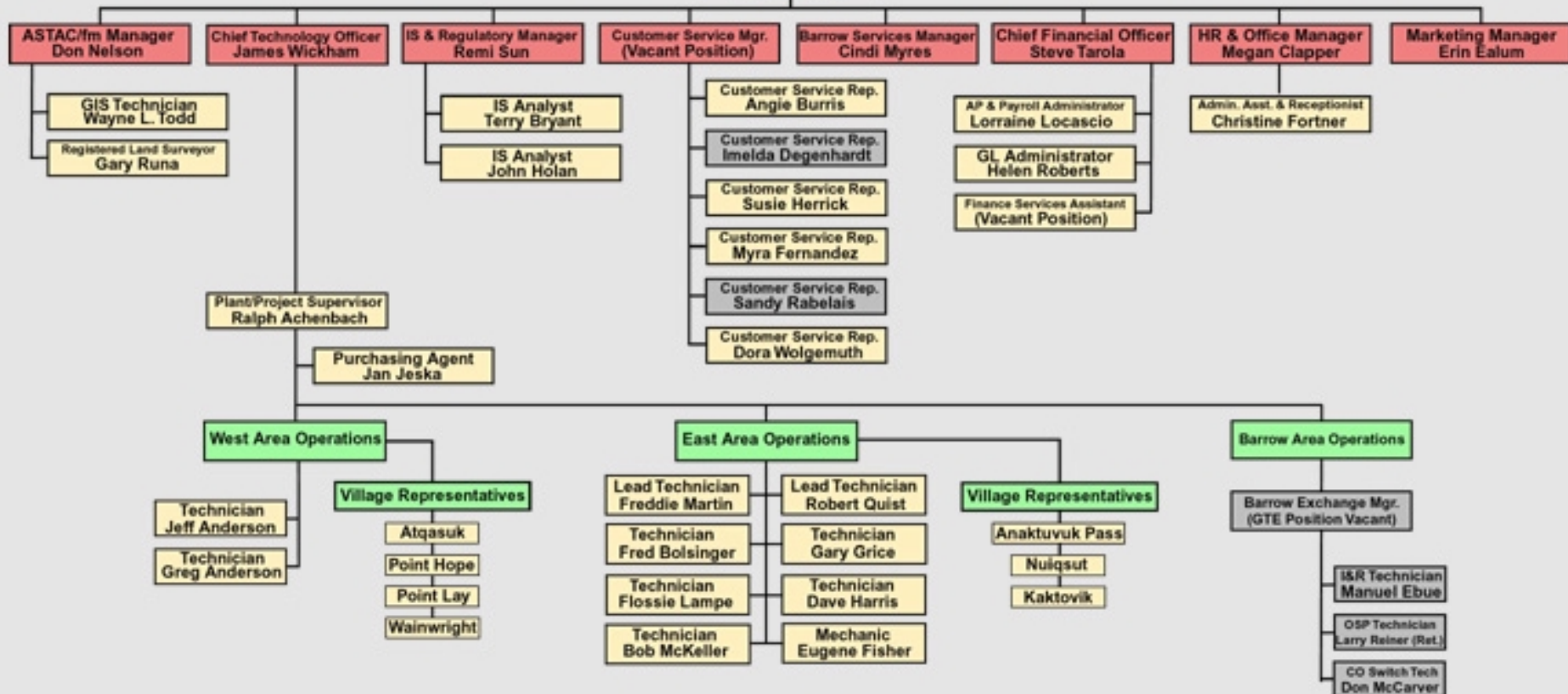
*HOW DOES  
ASTAC  
CONDUCT ITS  
BUSINESS ?*



## SUBSCRIBERS

### BOARD OF DIRECTORS

General Manager  
David Fauske





**Subscribers & Board of Directors  
“The Customers”**

**General Manager  
Executive Officer**

**Reports**

**Supports**

**Customer  
Service  
Manager**

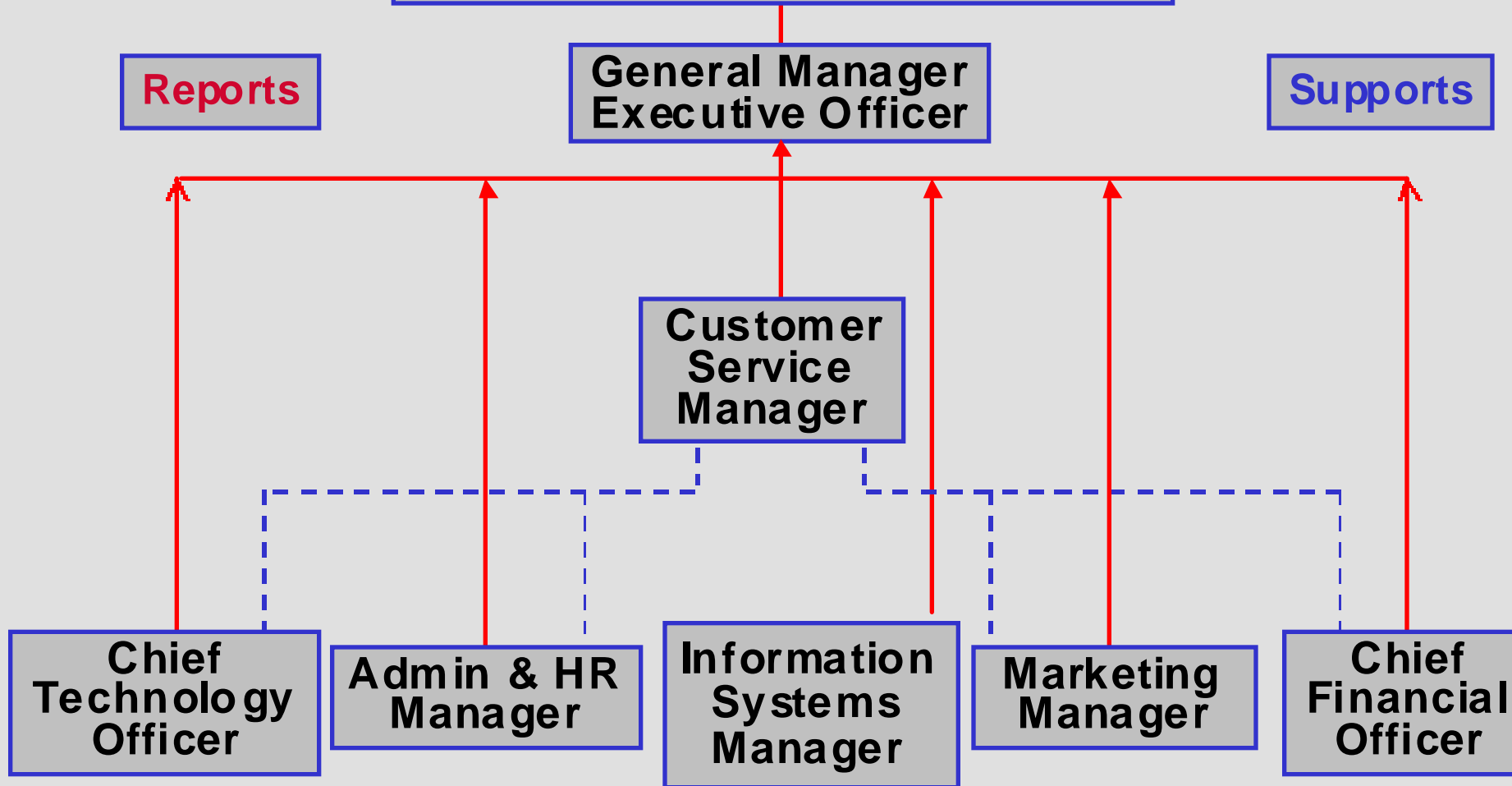
**Chief  
Technology  
Officer**

**Admin & HR  
Manager**

**Information  
Systems  
Manager**

**Marketing  
Manager**

**Chief  
Financial  
Officer**





# ITI 2000

ASTAC

## *EXPERIENCE SUMMARY:*

*Plan...plan...and then seek out constructive criticism...then plan again.*

*Find...and pay for...consultants who don't really need your business, but are interested in your business objectives.*



# ITI 2000

## ASTAC EXPERIENCE SUMMARY:

*Find...and pay for...key employees who can keep your company 'solid' and can deliver exceptional customer service.*

*Communicate !...with customers, staff, communities, regulators, legislators, and industry colleagues.*



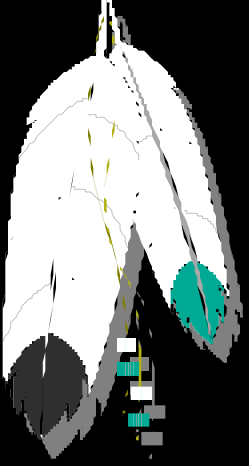
# ITI 2000

*Thank you  
for the  
opportunity  
to share this time  
and  
the ASTAC story  
with you.*

ITTI 2000







# ITTI 2000

INDIAN TELECOM TRAINING INITIATIVE 2000